September 16, 2003 update to course:

RE4810: Selling and Supporting the IBM SurePOS™ 300

Note: This document is a supplement to the course listed above. It contains information pertaining to recent IBM SurePOS 300™ announcements that are not included in the base course.

Overview

On September 16, 2003, IBM announced three new models of the popular SurePOS 300 point-of-sale (POS) systems. These enhanced models offer improved performance, while still providing a low-cost alternative to other POS systems. The new models also provide flexible choices for storage and peripherals. Retailers can choose between a hard disk drive (HDD) and CompactFlash media, whichever best suits their environment. They also have a range of choices for printer, display, cash drawer, and keyboard. In addition, there is also a model with no storage media for thin-client applications.

Highlights

The new SurePOS 300 models offer:

- 1.2 GHz VIA C3 processor, standard
- 256 MB memory standard, expandable to 512 MB
- 4-8 MB UMA video memory
- 128 MB CompactFlash media standard (Model 32C only)
- 40 GB hard disk drive standard (Model 32H only)
- One PCI slot, half-size
- Four PC USB ports
- Four standard RS-232 ports
- Two powered RS-232 ports
- PS/2® keyboard port
- PS/2 mouse ports
- SVGA video adapter
- 10/100 Ethernet
- Audio
- PC standard 3.5-inch drive bay for mounting HDD or CompactFlash media

Availability

The new SurePOS 300 models will be generally available on October 10, 2003.

Product numbers

Description	Machine	Model
IBM SurePOS 300 Model 320 4810-320, 256M memory, no media	4810	320
IBM SurePOS 300 Model 32C 4810-32C, 256M memory, 128M CompactFlash media	4810	32C
IBM SurePOS 300 Model 32H 4810-32H, 256M memory, 40G or higher HDD	4810	32H

Additional Features				
MES Kit 128M CompactFlash media	4810	320		7663
MES Kit 40 GB or higher HDD	4810	320		7802
256 MB additional memory (1 DIMM)	4810	ALL		4641
RS-232 converter (15-9 standard)	4810	ALL		7499
External powered USB diskette drive	4810	ALL		7500
External CD-ROM	4810	ALL		7800
VGA PCI dual display adapter (MES only)	4810	ALL		7356

Software requirements

Operating system

One of the following operating systems is required to operate the SurePOS 300:

- Windows® 2000 Professional
- Windows XP Professional
- Windows XP Embedded (see note below)
- Linux Red Hat 7.3
- DOS 2000

Notes:

1. IBM will provide hardware support for customers who create unique Windows XP Embedded images. Field problems for XP Embedded will need to be recreated under Windows XP Professional.
2. Support for other OS, including Windows NT®, will be handled through an RPQ request.

Software requirements

Drivers

The new SurePOS 300 models require drivers for the 10/100 Ethernet, and video. These drivers can be downloaded from the IBM Retail Store Solution Technical Support Web site:

http://www.ibm.com/industries/retail/store/support/

Note: Only specific devices are supported under Linux. For information, refer to the IBM Retail Store Solution Technical Support Web site:

http://www.ibm.com/industries/retail/store/support/

Ordering information

AP – Orders for this product are to be entered through EOSE/WTAAS and country ordering system for China, Taiwan, and Hong Kong.

US - Orders will be processed in the AAS and SAP ordering systems.

CAN - Orders for this product are to be entered through the VPOF/WTAAS system.

Additional information

You can find more information about the IBM SurePOS 300 on the following Web sites:

IBM Retail Store Solutions Web site:

http://www.ibm.com/industries/retail/store

IBM Retail Store Solutions Technical Support Web site:

http://www.ibm.com/industries/retail/store/support/